

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY PARIS

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E.O. 11652: N/A

TAGS: BMEP, FR

SUBJ: MAJOR PROJECT - GS TURBINE ENGINES FOR CORVETTE C-70

PROGRAM

REF : PHONE CON BROWN - LEON

1. PRATT-WHITNEY DIV OF UNITED AIRCRAFT INTERNATIONAL IN COMPETITION WITH ROLLS ROYCE FOR SALE OF GAS TURBINE ENGINES TO FRENCH MINDEF FOR TWENTY-THREE SHIP PROGRAM TOTALING DOLS 80 MILLION. REQUEST EMBASSY SUPPORT THIS EXPORT POTENTIAL.

2. PHASE I OF FRENCH NAVY PROGRAM REQUIRES DELIVER ENGINES FOR FIRST THREE SHIPS COMMENCING 1974. SECOND PHASE WILL BE PACKAGE ORDERS, PROBABLY IN FIVE SHIP UNITS, WITH LAST DELIVERIES IN 1982. P AND W HAS BEEN WORKING ON THIS POTENTIAL FOR SOME TIME, EXPECTS SELECTION TO BE MADE IN NEXT 30 DAYS. G.E.

ENGINE, ALSO IN COMPETITION, BUT PA DN W BELIEVE NO LONGER BEING CONSIDERED; LEAVING P AND W AND ROLLS ROYCE. P AND W MARINE

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GAS TURBINES HAVE BEEN IN DANISH FRIGATE "PEDER SKRAM" SINCE

1965, IN TWELVE U.S. COAST GUARD CUTTERS OF HAMILTON CLASS AND IN FOUR CANADIAN DESTROYERS OF IROQUOIS CLASS; PLUS A NUMBER OF MERCHANT SHIPS.

3. OFFSET AND FRENCH PARTICIPATION IS PART OF THE P AND W PROPOSAL. THE TOTAL PROGRAM OF DOLS 80 MILLION SHOULD RESULT IN A RETURN TO U.S. IN THE ORDER OF DOLS 28 MILLION, AFTER OFFSET AND PARTICIPATION FACTORS HAVE BEEN APPLIED.

4. IT CAN BE EXPECTED THAT U.K. WILL BE USING ARGUMENT THAT PROCUREMENT SHOULD BE WITHIN THE EEC.

5. P AND W HAVE BRIEFED J. BLANCARD, DIR OF DEFENSE PROCUREMENT, MINDEF AND KEY SUBORDINATE DIRECTORS.

6. H.P. JOLLY, U.A. VICE PRES. IN PARIS ALERTED TO FURNISH ADDITIONAL BACKGROUND TO AMBASSADOR AND EMBASSY STAFF. ADDITION U.A. REPRESENTATIVE CAN PROCEED PARIS FROM HARTFORD ON SHORT NOTICE IF DESIRED.

7. RECOMMEND STRONG SUPPORT THIS POTENTIAL BY EXPRESSING USG INTEREST TO APPROPRIATE GOF OFFICIALS.

DECONTROLLED FOLLOWING OCTOBER 31, 1973. ROGERS

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